

FSC-22-A	2/5/96	TO: ROM
SUBJECT: Forsyth Private Label Termination Notification		
DISTRIBUTION:		
<input checked="" type="checkbox"/> AVP	<input checked="" type="checkbox"/> KAM	<input type="checkbox"/> ELM
<input checked="" type="checkbox"/> RSM	<input checked="" type="checkbox"/> Reg.Mil./DF Mgr.	<input type="checkbox"/> MIL
<input checked="" type="checkbox"/> RBM	<input type="checkbox"/> DM	<input type="checkbox"/> DF
<input checked="" type="checkbox"/> ROM		<input type="checkbox"/> REP

Infrequently we may have a Forsyth account with whom we cease to do business completely as a Private Label customer or on a particular Private Label brand. Several reasons are:

- A contracted Direct Account goes out of business or is bought out by another Direct Account who either has a different Forsyth Private Label or a competitor's brand.
- A contracted retail chain who is bought out by another retail chain who either has a different Forsyth Private Label or a competitor's brand.
- A contracted account, either Direct Account or Retail Chain, switches from one Forsyth Brand to another.
- A contracted account violates the terms of our Private Label Agreement and after our best attempts to correct the problem, there is no resolution and we must cancel our Private Label Agreement.

While there may be other situations that would cause the customer or RJRT to cease the selling of a Forsyth Private Label, the fact remains that whatever the reason, Forsyth Operations, Manufacturing, Distribution, and Customer Financial Services must be informed by the RJRT Rep responsible for the account to ensure we take the affected account off of the authorized buying list for a particular Forsyth brand to eliminate the possibility of erroneous shipments and payments. This notification also tells us to stop manufacturing and inventorying the Forsyth product in the Public Warehouse(s) for this customer.

To help you with this notification process, we have attached a simple one page form that you should fax to Forsyth Operations. Please fill out the form in its entirety, getting the accounts authorized signature if possible, and fax to Gwen Scott at 910-741-2685. In the unlikely event the account refuses to sign termination form, note on the authorized signature line "discussed with account-refused to sign".

While most of you may never encounter the need to complete this form, when or if the need arises, you will have done your part to ensure that the process is handled effectively.

Program Contacts: Your Area Manager of Operations
Gwen Scott, extension #3340
Jim Farmer, extension 0470

R. J. REYNOLDS TOBACCO COMPANY

51843 9991

FORSYTH PRIVATE LABEL
Termination Notification

This will serve as notification that _____,
(Contracted Account Name)
_____ has been terminated as an authorized buyer of
(SIS #/Chain ID#)
_____ effective _____. This contracted
(Forsyth PL Brand Name) (Date)

account will make every effort to sell all remaining quantities of the
contracted Forsyth brand listed above presently in its possession and that
of its supplier(s) as applicable. At termination, account understands that it will
relinquish all rights related to the purchase and sale of said brand from Forsyth
Tobacco Products.

Reason for Termination: _____

Account Name: _____
Authorized Account Signature: _____
RJRT Account Representative: _____
RJRT Division Number: _____
RJRT Account Representative Phone: _____
VM#: _____

Fax Immediately to: Gwen Scott,
Assistant Manager - Forsyth Operations
Fax#: 1-910-741-2865

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